

MEMORANDUM OF UNDERSTANDING
between the
National Association of Manufacturers
and the
U.S. Department of Energy

I. Purpose

The purpose of this Memorandum of Understanding (MOU) is to establish a working arrangement between the U.S. Department of Energy (DOE) Office of Energy Efficiency and Renewable Energy's Industrial Technologies Program (ITP) and the National Association of Manufacturers (NAM and together, the Parties) to promote increased industrial energy efficiency among NAM member companies.

This MOU supports a variety of activities, which aim to assist manufacturing facilities to initiate and implement energy management programs, adopt clean energy efficient technologies and to achieve continual energy efficiency and intensity reduction improvements. NAM and DOE will also coordinate in measuring and documenting the energy savings achieved in NAM member company manufacturing facilities as impacted by the energy efficiency campaign supported by the Parties and other partners to the extent the information is available.

This MOU represents a non-binding expression of intent between the Parties to work together to promote energy efficiency in manufacturing.

II. Background

The manufacturing sector of American society has much to gain from efficiency and waste reduction measures. Manufacturers are directly affected by the cost of energy in making products as well as by the cost of maintaining office operations. It is widely acknowledged that energy efficiency offers immediate and cost-effective opportunities to cut energy costs.

NAM

For more than a century, NAM has played a unique role in promoting a strong manufacturing economy and economic growth, resulting in higher living standards for Americans.

Part of the NAM agenda is to establish a national commitment to reduce energy intensity of the U.S. economy through strategic goal-setting, public-private partnerships and consumer education. Because increasing energy efficiency offers an immediate and cost-effective mean of cutting energy costs, NAM chartered the Energy Efficiency and Conservation Workgroup to partner with governmental entities and other energy efficiency organizations to make use of readily available tools, which will help NAM members identify and address cost-effective energy efficiency opportunities.

DOE

DOE's ITP program mission is to enhance the nation's energy security, competitiveness, and environment by transforming the way industry uses energy. DOE's vision is for American industries to lead the world in the adoption and application of high-impact, clean, efficient, and flexible energy technologies and best practices.

The ITP portfolio provides details on over 1,000 technology development projects in which ITP has been involved, including more than 170 technologies that have reached the commercial market.

III. Collaborative Objectives and Acknowledgments

DOE and NAM recognize that there is a wealth of existing information and tools relating to best energy management practices. Likewise, DOE-sponsored research and development (R&D) has yielded many energy efficient technologies that are ready for market entry. These tools and technologies may not be fully utilized by the manufacturing sector for several reasons, including the limited awareness of service availability, difficulties locating the appropriate service, and a lack of energy efficiency technical proficiency requirements for proper application of the service.

DOE and NAM agree that streamlined access to energy efficient resources through established technical assistance channels, a consolidated user-friendly library of tools, and a roadmap to implement an effective energy management program will significantly increase commercial deployment of energy efficiency technologies. Through outreach efforts, DOE and NAM will reach a greater number of manufacturers, help them achieve greater energy efficiency, and establish systems and technology improvements capable of delivering and sustaining energy savings over the long-term.

IV. Working Agreement

The Parties agree to share their specific expertise regarding the delivery of a consolidated catalog of tools and technologies, a menu of options for future direction in energy management, and a website portal for access to the right tool and service. To facilitate this collaboration, the Parties agree to share success stories, lessons learned, and other relevant best energy management practices and best-available technology information (excluding confidential business information). The Parties agree to jointly and separately promote their participation in this initiative, to coordinate messaging and to participate in publicity events.

NAM, through its membership, has access to a large number of U.S. manufacturers, having the means to both communicate to, and market the availability of energy efficiency resources.

NAM will:

- Promote to all NAM members the DOE ITP Save Energy Now energy savings assessment tool to assess opportunities in manufacturing facilities.
- Provide available information to DOE for DOE's use in evaluating the environmental performance of this initiative.

- Support DOE's implementation of section 106 of the Energy Policy Act of 2005 (Pub. L. 109-58), authorizing technical assistance to manufacturing companies and plants which commit to improving their energy intensity by more than 2.5% annually.
- Develop a simple "quick start" website/portal so that manufacturing plants can easily access tools and resources that will provide assistance to initiate and implement an energy management program.

DOE has a host of tools, expertise and services oriented towards energy technologies and practices. DOE will:

- Facilitate access to a suite of effective energy management technologies, guidance and best practices tools.
- Provide coordinated technical assistance program improvements.
- Train NAM member company personnel in conducting energy savings assessments and in using proven tools to identify energy efficiency opportunities.
- Deploy the Save Energy Now energy savings assessment experts to assess opportunities in manufacturing facilities.
- Assist NAM in establishing a "quick start" website/portal for manufacturing plants.

NAM and DOE will work together to:

- Support NAM members who are voluntarily involved in efforts to develop an industry voluntary certification process on manufacturing plant energy management in coordination with the American National Standards Institute (ANSI), the jointly held DOE-EPA Energy Star® program, NIST Manufacturing Extension Partnership and other partners.
- Support the implementation of energy savings assessment recommendations by highlighting and promoting success stories, fostering replication of energy savings across facilities under the same corporate ownership, and raising awareness to NAM member companies of all external resources available to manufacturers that would assist in the implementation of energy efficient technology and best practices, including, but not limited to:
 - a. state and utility energy efficiency incentive and rebate programs,
 - b. state grant programs for energy efficient technology demonstrations, and
 - c. private sector energy efficiency vendors and service providers, including energy service companies (ESCOs) which can provide third party financing for energy efficiency investments.

V. General

- (A) This MOU is strictly for internal management purposes for each of the Parties. It is not legally enforceable and shall not be construed to create any legal obligation on the part of either Party. This MOU shall not be construed to provide a private right or cause of action for or by any person or entity.
- (B) NAM agrees that the activities it undertakes herein are not intended to provide services to the federal government and that it will not seek compensation from the DOE in connection with its participation hereunder.

- (C) NAM agrees that it will not claim or imply that DOE endorses the sale and purchase of NAM's products and services or those of its member companies.
- (D) This MOU will be in effect for a period of two years and can be renewed by written agreement of both parties. It can be terminated by either Party at any time by providing notice in writing to the other Party.
- (E) This MOU in no way restricts either of the Parties from participating in any activity with other public or private agencies, organizations or individuals.
- (F) This MOU is neither a fiscal nor a funds obligation document. Nothing in this MOU authorizes or is intended to obligate the Parties to expend, exchange, or reimburse funds, services, or supplies, or transfer or receive anything of value.
- (G) All agreements herein are subject to, and will be carried out in compliance with, all applicable laws, regulations and other legal requirements.
- (H) The NAM will not undertake any effort that could result in NAM being considered a federal contractor.

VI. Points of Contact

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U.S. DEPARTMENT OF ENERGY

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